



RB787 - Reframing Strategies & Conversations for Buyers & Sellers

2 Hour Elective Class

Course Description:

(Course No. 564003914) The Real Estate Industry is facing major disruption with numerous lawsuits and regulatory scrutiny alleging antitrust violations. This course focuses on business practices and conversations that could be "reframed" to address what is obvious the consumers are seeking: more transparency and increased demonstration of how commissions are negotiated with every transaction. Discussions will include "decoupling" the Listing Brokerage and Buyer Brokerage Compensation, articulating value proposition, and the benefits of using buyer representative agreements...all with a spotlight on avoiding antitrust violations.

LOCATION:

Three Rivers Association of REALTORS®

303 Springfield Ave.
Joliet, IL 60435
(815) 744-4520

If you require special accommodations due to a disability, please contact Molly@trarealtors.net to describe the accommodation.



With Instructor:
Chris Read

November 18, 2024

9:30AM - 11:30AM

COST:

\$0.00 for Members
\$35.00 for Non-Members

*Payment is required at registration.
** If registrant cancels within 48 hours of class or is a no show, they will be assessed a \$20.00 cancellation fee.